

## **8. Executive Summary of Project for BIP and BTOP**

---

Introductory statement – UnwiredWest LLC partnered with the small rural community in Low Pass. Thank you for your consideration.

- a) UnwiredWest LLC, plans to provide rural Low Pass, OR with access to affordable fast and reliable Internet services that are available to the vast majority of Americans and as envisioned in the Recovery Act. Due to the small population and rural setting, larger providers have deemed this area to be not economically viable. Smaller providers in the region cannot justify the up front expense of leasing poles and installing the cable network necessary to deliver broadband Internet service. These families and businesses have a need to access these services that most of us take for granted.
- b) Located 20 miles northwest of Eugene, OR, the area of Low Pass is situated among the lush emerald hills of the Siuslaw River Basin. It is named for its location on a slight rise approaching the foothills of the Coast Range Mountains in contrast to the nearby mountain pass, High Pass. Early residents of the area settled there to raise livestock, farm, and harvest timber.
- c) Today with a population of 663 with 225 households, Low Pass is pretty much the same as it was when originally settled, with many organic farms, small locally owned and operated businesses, and timber as the main industries. Growth in this area is very difficult as Lane County has very restrictive building codes, and the Timber industry has been decimated since the decline in home sales. Still, Low Pass has several churches and roughly 5 businesses with a convenience store and its locally famous café, Eat at Joe's.
- d) Low Pass currently has several anchor institutions. Lane Rural Fire/Rescue Station 54 is one public safety agency currently located in Low Pass. They currently have no access to terrestrial based high speed Internet and are using a dialup connection for critical services in the area. In speaking with the fire chief, Dale Borland, he identified a critical need for modern access to broadband Internet. We have worked with them to ensure delivery of our service to their station. We will be providing them with our fastest speeds at no cost. The addition of this service to the station will greatly impact area residents and their quality of service.

There are also a number of critical anchor institutions and community organizations. The Country Corner Community Library is a non profit organization which leases space from the Goldson Grange building. It is staffed completely by volunteers and works directly with the unemployed in the area to help job placement. The library currently has one computer with no internet access, yet still continues to see numerous inquiries from area students who seek to apply for college and complete research for various school projects.

This project would also greatly improve the Goldson Grange. The Grange serves as a Red Cross Disaster Shelter and internet service could be absolutely critical in the event of a regional crisis as outside support staff would rely on the resources located on site. The

Grange also serves as a distribution site for Food for Lane County. The site has seen an increase in delivery food staples from 50 to 100 boxes per month. Internet service would be a critical addition, as volunteers must place their orders entirely over the internet.

- e) We will be delivering broadband Internet access to end users. This will be in addition to cable television service (cable network is not federally funded and is already installed and being used), provided by Country Vision Cable, which they have had access to for a number of years. The proposed service will be extremely affordable with download/upload of 1.5mbps/512kbps for \$30.00/mo and 3mbps/768kbps for \$50.00. For households who are not already cable television subscribers with Country Vision Cable, we will charge an additional \$10.00/mo administrative fee.

There are several applications for broadband Internet service in a region designated as “unserved”. The Recovery Act provides an opportunity for the residents of this area to gain access to a service that will allow them to engage in distance education and learning, to support their small at home businesses, perform daily tasks such as online banking, and research career paths to seek out employment in one of the states and counties with the highest unemployment rates in the country.

- f) UnwiredWest will adhere to the non-discrimination and interconnection obligations of the BIP and BTOP. We will not favor any lawful Internet application and content over others. In order to maintain effective network management and high quality service to end users, we will employ mechanisms to shape traffic not by type, but by bit rate and monthly bandwidth usage.

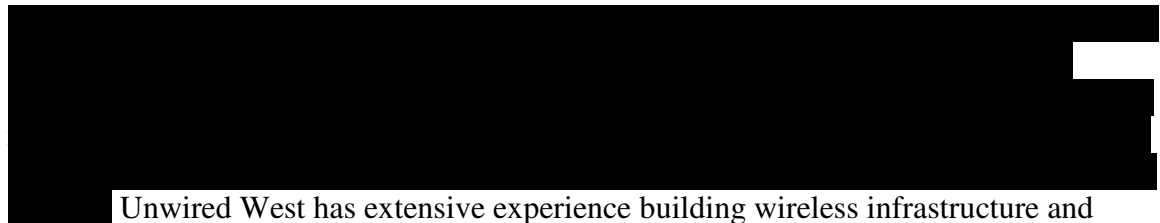
In addition to the non-discrimination requirements, we will also maintain network openness. We will allow interconnection by other providers to funded equipment, where technically feasible, at any of our backhaul termination points, according to the framework of the BIP/BTOP NOFA. Typically, the interconnection would be made via switch or router port at the site that the other provider desires to interconnect to.

- g) Our system will utilize a combination of licensed wireless backhauled to deliver bandwidth, and use coaxial cable from the distribution site to the end user. Given the mountainous terrain and density of old growth trees, a coaxial cable infrastructure is the ideal solution for the community. Country Vision Cable is a cable television provider in the region who currently has a coaxial television cable network in Low Pass. We will work with their existing infrastructure, retooling as necessary, to greatly reduce the cost of entry. We have replicated this scenario once before on a similar network with Country Vision Cable that has been providing broadband Internet service since 2002. This system will be employed to deliver broadband Internet service, in addition to the existing cable television network, to end users.

We will leverage our existing network resources but will need to replace critical backhauled with fixed licensed wireless links. This is necessary in order to deliver reliable service at the desired speeds as our existing infrastructure is not adequate, nor upgradeable, to support the user demand from this project and future growth in the area.

This quality of service directly impacts public safety entities and anchor institutions, so it is critical we replace our existing StarOS backhauls with the most technologically-advanced components as realized in the Recovery Act.

- h) UnwiredWest LLC, [www.unwiredwest.com](http://www.unwiredwest.com), was formed in December 2007 when UnwiredOnline.Net LLC, founded in 2001, and Computer Systems West, Inc, founded in 1990, formed the new entity. UnwiredWest is a regional Internet Service Provider serving Western Oregon, primarily in the Southern Willamette Valley. The wireless division began in early 2001 when UnwiredOnline.Net first began offering DSL and wireless broadband to rural communities who lacked access to larger national providers. For the last 8 years, our company has led the way for wireless broadband services.



Unwired West has extensive experience building wireless infrastructure and networks with over 18 tower sites. We also have extensive experience and a proven track record in implementing broadband networks over coaxial cable with DOCSIS systems.

- i) Due to the existing wireless network of UnwiredWest, and coaxial cable television network of Country Vision Cable, we will be able to deliver broadband Internet service to end users at a very low cost.

We anticipate the overall project cost to be \$136,394 and will be providing 20% with \$22,774 in matching and in-kind funds.

The total cost per household, when dividing households passed by funds provided by the government, is \$530.96 per household, with 260 households and businesses passed.

- j) We expect to have most of the people who desire service to be subscribers by the 5<sup>th</sup> quarter. There are currently 190 cable subscribers of 255 households passed. Of those, we expect 55% of users to obtain high speed Internet. After the 5<sup>th</sup> quarter we expect a steady rise of customers as subscribers who do not have cable television, find out about our service and overall demand for broadband Internet to increase. We also expect an increase as satellite subscriber's obligations expire. After 5 years, we conservatively expect roughly 65% of area residents to have subscribed to our service.
- k) We expect to save one job within our own company as grant funds will stimulate enough work for roughly one full-time employee during the duration of the project. After that, we expect our customer base to sustain the employee.

We also anticipate an increase in labor demanded and decrease in unemployment as area residents are able to seek professional services over their new broadband Internet connections. It has also been demonstrated in many studies that the introduction of high

speed Internet in communities who were otherwise lacking helps stimulate stagnant growth as prospective residents are more willing to move to the area with new, modern technology. These residents, often younger, would otherwise pass up the real estate opportunities for other areas nearby which have better and faster access to broadband technologies.